

7

BREXIT | Impact on Business Interests Globally

SEPT
Boston

Invest in Bavaria invites you to a discussion on

BREXIT.

**The Road Ahead:
Impact on Business Interests Globally.**

The UK's vote to leave the European Union has kicked off significant uncertainty and market volatility, raising questions about growth and investment prospects. Join us to talk about the impact of the vote, as well as the potential scenarios that may evolve, the signposts to watch and likely regulatory impact.

- How do the Brexit vote and the different possible outcomes for the UK's status with the EU shape the risks and opportunities for investment in Europe and globally near term?
- How will the response of policymakers shape the political environment going forward?
- What sectors are likely to be most heavily impacted by the Brexit decision?
- What countries or regions stand to benefit the most? Are any particularly exposed?
- What is the potential impact on core regulatory issues like trade, competition, state aid, environmental regulation, and IP rights?
- What is the medium/long-term outlook for investment in Europe and the globe?

Experts:

Rachel Ziemba, Roubini Global Economics
Global Macroeconomics

Rachel is RGE's co-head of research, responsible for developing a holistic global macro strategy and country risk view. She leads RGE's Emerging Markets coverage, coordinating with regional teams. She also does extensive work on global macroeconomic issues, particularly foreign-exchange reserve accumulation, sovereign-wealth management and economic imbalances. [\(more\)](#)

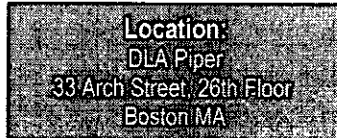
Michael Hardgrove, DLA Piper
International Tax

Michael focuses on global and regional development, alignment, integration and reorganization of international structures and business operations, including assessing international legal exposures and operating costs, recommending cost efficient [\(more\)](#)

Jay Sullivan, DLA Piper (Moderator)
Cross Border Transactions / Private Equity

Jay advises private equity and venture capital funds and their portfolio companies in complex transactions: leveraged buyouts, M&A, minority and control investments, recapitalizations, growth equity financings, strategic partnerships and JV's, [\(more\)](#)

Tuesday, July 12th
5pm-7pm



Please RSVP by Monday 11th July with events@bavaria.org.

roubini GLOBAL ECONOMICS



Bavarian U.S. Offices for Economic Development LLC

Email: events@bavaria.org

www.bavaria.org

Main: 212-317-0588

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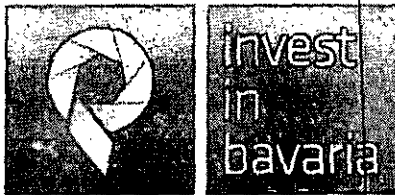
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OktoberINVESTfest
5th Annual Investors Conference
New York, New York

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5th Annual German-American Investors Conference



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OktoberINVESTfest
Wednesday, September 28, 2016
World Trade Center 7, New York

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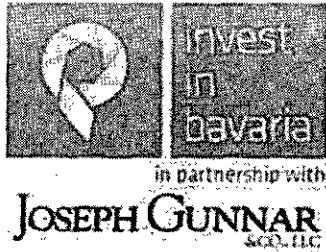
Akers Bio, Aytu BioScience, Cancer Genetics, Car Charging Group, Inc, Intellicheck, Mota Group, Sensus Healthcare, UniPixel, One Horizon Group, Labstyle Innovations, Marathon Patent Group, Collectar Biosciences, Heat Biologics, Bionik Laboratories, Micronet Enertec Technologies, LRAD, Synergy Pharma, FitAG, Suneris, Nuviant, Akoustis, Inuvo, MoleCulin, BioXcel, Zedge, Primusline, PainQx, Uluru, LabCloud, Semsotec Group, technologies developed by the Fraunhofer Institute

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Why attend?

Connect with **US Investors** | Get access to unique Investment Opportunities
40 Company Presentations | **1on1 Investor Meetings** | Connect with Industry Leaders from USA and Germany
Panels & Keynotes | **Collaborate & Network** during the "Unconference Luncheon" and "Little Oktoberfest in NYC"

The Audience

Life Science & IT Growth Companies, considering US or European Expansion | Investors interested in both **public & private** US and German Investment Opportunities

Some of our Presenting Companies

Akers Bio, Aytu BioScience | Cancer Genetics | Car Charging Group, Inc. | Intellicheck | Mota Group | Sensus Healthcare | UniPixel | One Horizon Group | Labstyle Innovations | Marathon Patent Group | Collectar Biosciences | Heat Biologics | Bionik Laboratories | Micronet Enertec Technologies | LRAD | Synergy Pharma | FitAG | Suneris | Nuviant | Akoustis | Inuvo | MoleCulin | BioXcel | Zedge | Primusline | PainQx | Uluru | LabCloud | Semsotec Group | Technologies developed by the Fraunhofer Institute

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SOMMER time is here!



We are in Boston now!

In case you have missed it, but Invest in Bavaria has officially opened its doors in Boston. The new office, in partnership with the Medical Valley EMN e.V., will help SME's to set up in Bavaria, find Bavarian partners in the Medtech space, foster cross border R&D projects and exchanges and much more. Our new address there is 1 Broadway, CIC, Fl 14, Cambridge, MA 02142.



ONLY 2 months left

till the 5th annual US-Bavarian investor conference

OktoberINVESTfest

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Siemens to invest \$1.1B

German industrial group Siemens plans to invest 1 billion euros (\$1.1 billion) over the next five years in a new startups unit to help it develop businesses in areas such as artificial intelligence and

decentralized electrification.

EIF for Venture Capital & Private Equity funds

ERP (part of EIF) is a EUR 1.7 bn 'Fund of Funds (Dachfonds)' investing in venture capital funds mainly focusing on German based, high-tech early and development stage companies. [More info](#)

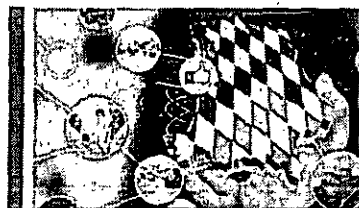


ABC Venture Gates opens in Munich

The ABC Venture Gates doesn't just offer a place for fund-raising startups, but expertise and a network of connections to the most influential partners in different industries such as IBM, Lidl, BMW, Cisco, Microsoft and many more, as well as Slovenian Petrol and the biggest retail and business center in SE Europe, BTC City.

Navigating the EU - Single Digital Market

The market is filled with risks and opportunities. May it be regulations you have to be aware of or you are looking for EU funded projects. It can be jungle but it does not have to be. We at Invest in Bavaria would like to connect you to the right people in Bavaria, so setting up your business for success becomes more straight forward, saving time and money. [Contact us today!](#)



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Smart City Accelerator

URBAN-X, the NYC based accelerator from MINI and SOSV HAX is looking for their next group of outstanding startups! ! Apply by

September 6th. www.urban-x.com/apply



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OktoberINVESTfest

Dear << Test First Name >>,

Thank you for joining us at the OktoberINVESTfest, 5th annual Bavarian-American investors' conference, presented by Invest in Bavaria in partnership with Joseph Gunnar & Co. on September 28th in New York. With 42 presenting companies, more than 70 investors, 16 spotlight speakers, 200 attendees, 100 one on one meetings, and multiple opportunities for power networking, we hope you had a productive and memorable day!

For event highlights:

- Like us on Facebook: [link to pics](#) to take a look at event photos.
- Bookmark: www.oktoberINVESTfest.com future information about OktoberINVESTfest 2017
- Search tweets from the day of the Conference by using #Oktinvest or follow us at www.twitter.com/InvestBavariaUS.

In case you are a new friend of Bavaria and are not familiar with our office, we provide complimentary assistance to companies considering business expansion to Europe, specifically Bavaria, Germany's largest most innovative state. Likewise we help Bavarian companies looking to expand to the US. For more info please call us at 212-317-0588 or visit www.bavaria.org.

Best regards,

Jan Danisman | Executive Director
Roman Rohrberg | Manager Expansion and Investments



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Von: Kristin Eckert <keckert@bavaria.org>
Betreff: Happy holidays from your Bavarian US Offices!
Datum: 23. Dezember 2016 um 08:36:49 GMT-5
An: <sven.harmsen@m-ventures.com>

Happy Holidays from Bavaria in Cambridge!

<image001.jpg>

This year Bavaria celebrated our expansion to Cambridge, along with 20 years in New York.
Thank you for your warm welcome and for all your support.
We wish you and your family happy holidays and a joyous new year!

Jan and Kristin

Bavarian US Offices for Economic Development
New York, NY | Cambridge, MA | New Haven, CT
www.bavaria.org

Janet Danisman | Executive Director | janisman@bavaria.org
Kristin Eckert | Project Manager | keckert@bavaria.org

Invest in Bavaria

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From: Janet Danisman
Sent: Saturday, December 24, 2016 11:48 AM
To: recipients
Subject: Happy Holidays

It's snowing white & blue, the colors of Bavaria,
over New York, New Haven and Cambridge!



Dear xxx,

Its Christmas Eve day, just a few more emails to be sent for the year. I hope you are having a wonderful holiday season and I wish you and your family all the best in 2017. This year we celebrated 20 years in New York and our expansion to metro Boston. Thank you for your friendship and your support over the years Cliff. It means a lot to me and to our success.

Happy Holidays!

All the best,
Jan

Bavarian US Offices for Economic Development
New York, NY | Cambridge, MA | New Haven, CT

Janet Danisman | Executive Director
Bavarian U.S. Offices for Economic Development, LLC
Email: jdansman@bavaria.org | Web: www.bavaria.org
Main: 212-317-0588 | Direct: 212-317-0589 | Cell: 917-209-3976 | Skype: BavariaNYC

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		Letters + E-mails sent out			
No	Event	Letters		Emails	
		Nr.	Date sent	Nr.	Date sent
		Name of document			
1	Brexit Invitation			400	July
2	Early bird rate - OktoberINVESTfest			262	August
3	OktoberINVESTfest Invitation			550	July & August
4	Newsletter Q3			329	August
5	Reminder - OktoberINVESTfest			344	September
6	OktoberINVESTfest Thank you for attending			190	September
7	Holiday Card Cambridge			85	December
8	Holiday Card General			350	December

**Mailings and electronics from the
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West Coast Division**



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August 1st, 2016 - January 31st, 2017

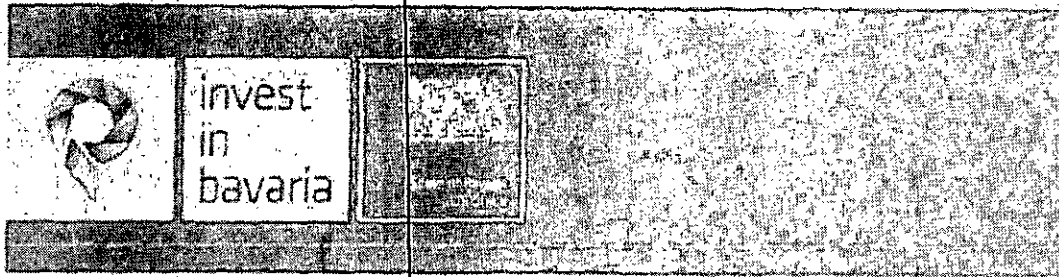
Emails		
1.	08/04/2016	Business in Bavaria 03 2016 - Newsletter
2.	08/09/2016	Reminder Company Profile for Bavarian Companies
3.	08/10/2016	Three Pitching Slots Available for Startups at CASHWALK in Munich
4.	09/02/2016	Industrial Internet Of Things Invitation
5.	09/09/2016	Reminder Service Provider USA West
7.	09/10/2016	CASHWALK
8.	09/26/2016	Business in Bavaria 04 2016 - Newsletter
9.	10/03/2016	MUST Summit
10.	10/11/2016	Invitation Medical Device
11.	10/13/2016	Update On Germany - Breakfast Discussion Washington
12.	10/13/2016	Update On Germany - Lunch Discussion Portland
13.	11/01/2016	Follow up MDIF
14.	11/14/2016	Business Bavaria 11 2016 - PREVIEW
15.	11/21/2016	RoyseLaw Follow Up
16.	11/22/2016	Follow up InnoTech Austin
17.	12/07/2016	Invitation Economic Outlook
18.	12/16/2016	Business Bavaria 06 2016 - PREVIEW
19.	12/21/2016	Happy Holidays Newsletter Contacts
20.	12/21/2016	Happy Holidays
Brochures		
21.		Bavaria - The perfect location for investors
22.		Bavaria. A Guide for Investors
23.		Munich biotech cluster m4 - Personalized Medicine in Munich
24.		Munich biotech cluster m4 - Biotechnology in Munich
25.		The Bavarian Biotech Cluster
26.		Your service package for 70,550 km ² of investment opportunities
27.		Bavaria - an Ideal Location for Start-Ups, Digital Entrepreneurs and Investors
28.		Medical Value by Medical Valley
29.		Bavaria Monocle Regional Survey

30.	Bavaria - For global giants and smart startups.
31.	Bavaria - that's where I want to be
32.	Key Technologies Database
33.	Never Stop Exploring. Discover Europe's Leading Aerospace Region
34.	Satellite Navigation

Katrin Ziegler

From: Invest in Bavaria - San Francisco
Sent: Tuesday, December 20, 2016 3:47 PM
To: Antonia Zierer
Subject: FW: [Test] Happy Holidays from Invest in Bavaria!

From: Bavarian U.S. Offices for Economic Development [mailto:sanfrancisco=bavaria.org@mail148.suw18.rsgsv.net] On Behalf Of Bavarian U.S. Offices for Economic Development
Sent: Tuesday, December 20, 2016 3:47 PM
To: Invest in Bavaria - San Francisco <Sanfrancisco@bavaria.org>
Subject: [Test] Happy Holidays from Invest in Bavaria!



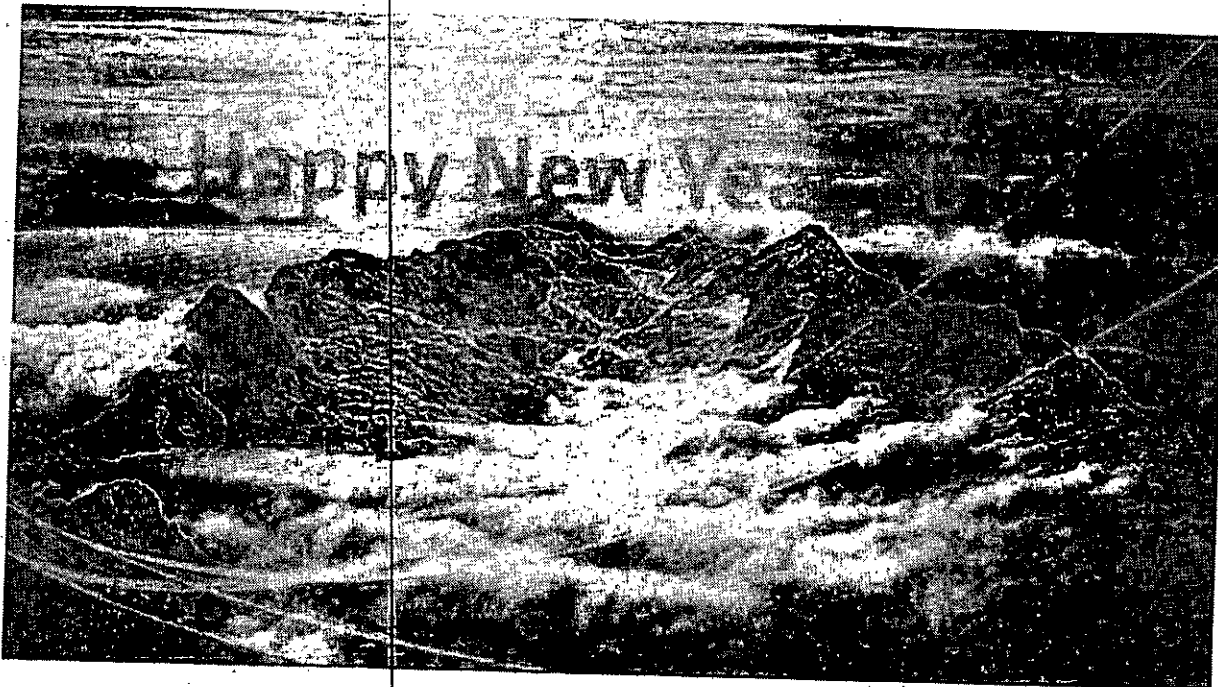
December 21, 2016

Dear << Test First Name >>,

Full of merriment and good tidings, the Invest in Bavaria Team San Francisco would like to wish you and your family a joyful and peaceful Holiday Season.

Though it may have been a while since we last spoke, the prospect of entering or expanding to Europe via Bavaria is better now than ever before — with the positive strides being made across countless tech and industry landscapes, but especially in light of the impending outcome of the UK's exit from the EU (Brexit). As a centrally-located and well-networked region at the heart of Europe, Bavaria remains the premier location in Germany for foreign companies to land. It boasts one of Europe's highest wealth and industrial densities, attracts skilled sales, research and technical professionals, and is home to Germany's leading large research universities. In essence, it could be a fertile ground for many US companies.

Please let us know if you want to learn more about business opportunities in Bavaria in the coming year. We would be happy to provide support and resources for your decision-making process.



Warm regards,
Antonia Zierer
and the Invest in Bavaria Team San Francisco

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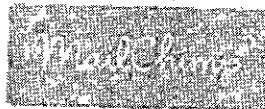


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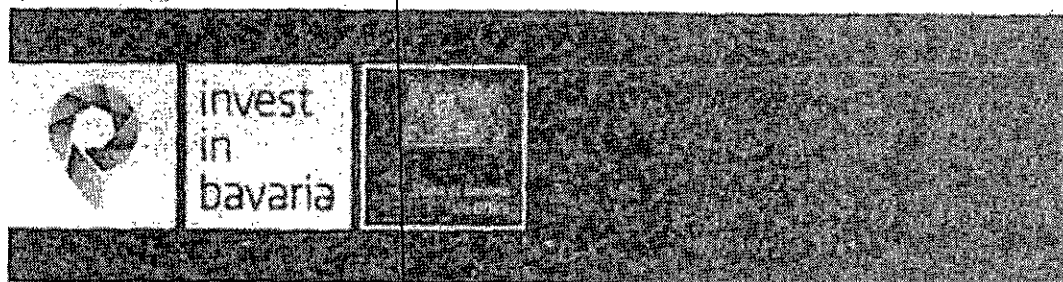
Holiday Greetings Newsletter

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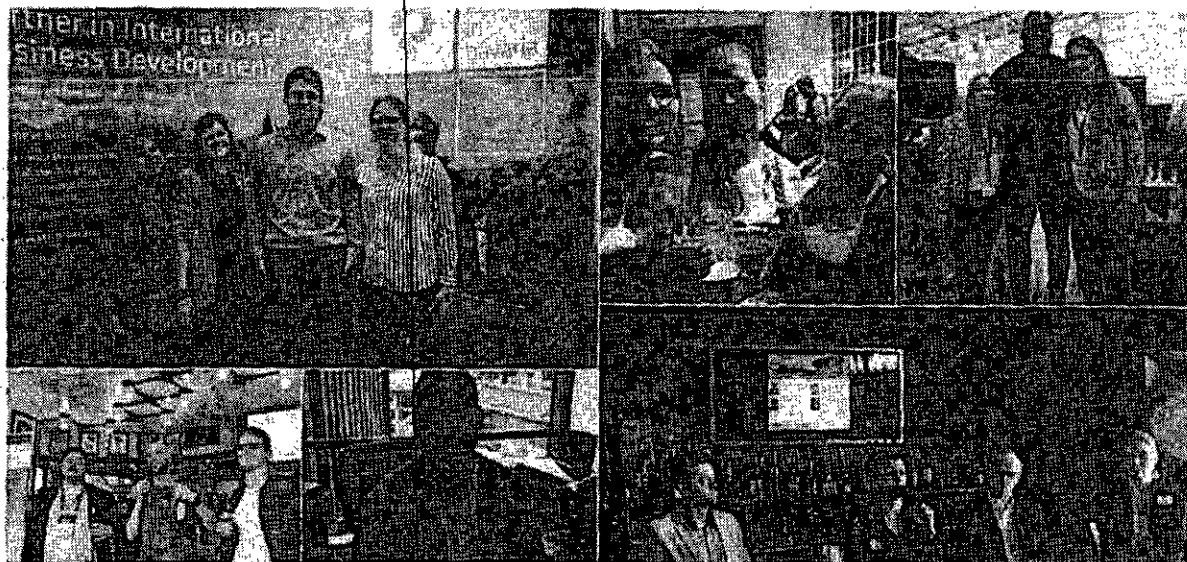


December 21, 2016

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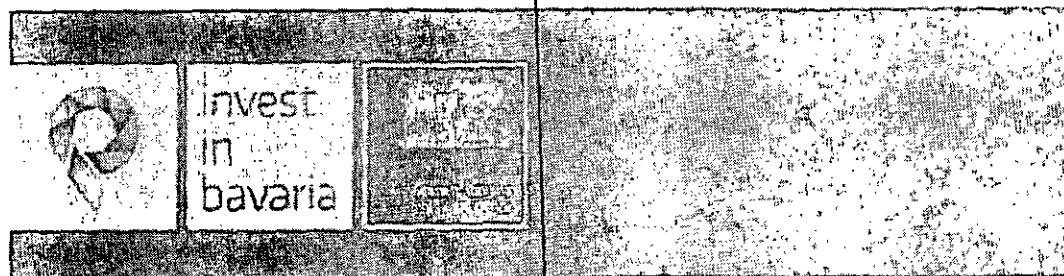
Full of merriment and good tidings, the Invest in Bavaria Team San Francisco would like to wish you and your family a joyful and peaceful Holiday Season. We're looking back to great moments we experienced together in 2016 and want to thank you for your continued support.

We're already looking forward to exciting events in 2017 to connect Bavarian and American companies and to build close ties between Germany and the US. Please let us know if you want to learn more about business opportunities in Bavaria—we would be happy to be in touch!



Katrin Ziegler

From: Bavarian U.S. Offices for Economic Development
<sanfrancisco=bavaria.org@mail24.atl111.rsgsv.net> on behalf of Bavarian U.S. Offices
for Economic Development <sanfrancisco@bavaria.org>
Sent: Wednesday, December 07, 2016 3:00 PM
To: Katrin Ziegler
Subject: INVITATION: German American New Year's Kick-Off 2017



December 7, 2016

German American New Year's Kick-Off 2017

An Economic Outlook On The Bay Area And Beyond

Please join us for a special New Year's reception, presenting the results of the German American Business Outlook 2017 and giving an economic outlook on the Bay Area.

Mix and mingle with the German-American business community and ring in the new year with us on

**Tuesday, January 17, 2017
5:00 pm - 8:00 pm**

**Morrison & Foerster LLP
425 Market St., Floor 33
San Francisco, CA 94105**

Register for the event [here](#).



German American New Year's Kick-Off

An Economic Outlook on the Bay Area and Beyond

At the German American Business Outlook 2017, the seven German Chamber offices and the Washington, D.C. liaison office, together with Roland Berger Strategy Consulting, surveyed more than 1,900 German subsidiaries in the United States on their views of the U.S. as an investment location.

We will discuss the results of the German American Business Outlook 2017 and together with Sean Randolph, Senior Director of the Bay Area Council Economic Institute, take a closer look at the economic forecast for the Bay Area, regarding upcoming political and socioeconomic changes.

See you there,
Your Bavarian U.S. Offices Team
In cooperation with:



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern

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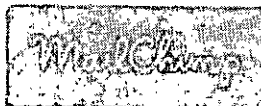


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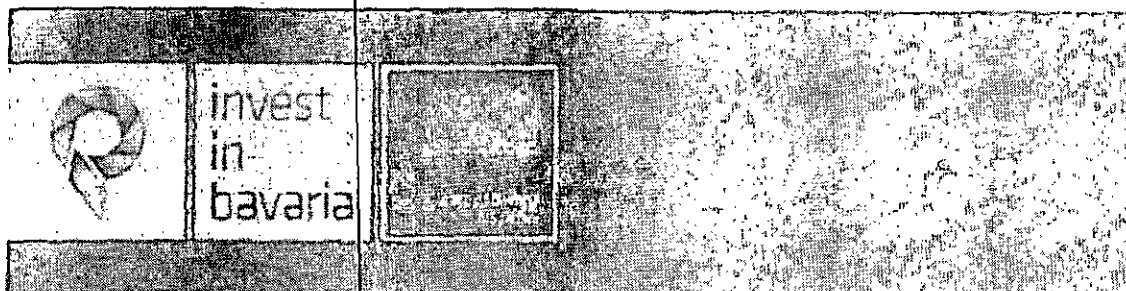
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Katrin Ziegler

From: Antonia Zierer <sanfrancisco=bavaria.org@mail144.atl221.rsgsv.net> on behalf of Antonia Zierer <sanfrancisco@bavaria.org>
Sent: Monday, November 21, 2016 5:17 PM
To: Invest in Bavaria - San Francisco
Subject: [Test] Thank you for visiting the Bavarian Booth at the InnoTech Austin 2016



November 22, 2016

Thank you for visiting our booth @ InnoTech Austin 2016

Dear << Test First Name >>,

We hope the InnoTech Austin was a great success for you and would like to thank you for stopping by at our booth.

The Bavarian U.S. Offices for Economic Development is your partner for overseas business development and location projects. Our San Francisco based team **offers individual assistance, help in finding your perfect business location** and is able to **establish contacts with key partners and networks in the German State of Bavaria**. As a government office all our services are free of charge and without any obligation.

If you are looking for cooperation partners in Bavaria please have a look at our company database www.keytobavaria.com. It is free of charge and you can search for companies in different industries.

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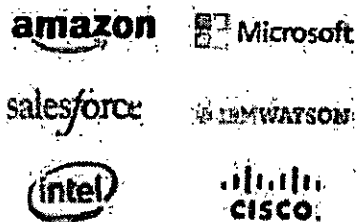


"Europe's high-tech Mecca"
Bill Gates, Microsoft

"We looked at different locations in Europe. But in Munich everything comes together. As a location it is very attractive, particularly regarding its environment: universities, research and development institutions plus it has the best talents and creative minds."
Martina Koedentz, IBM

"If you wish to do serious business, you have to start in Munich."
Dr. Wieland Hofelder, Google

German HQ in Bavaria



Global Players from Bavaria



Startups: Made in Bavaria



and many more!

Why Bavaria?



Robust Economy in the Heart of Europe

€549bn GDP (#7 in the EU)

€179bn export volume
(more than 52% export quota)

2nd highest purchasing power in the EU (€23,843)
(7 of the top 10 wealthiest locations in Germany)

4th highest industrial density in the world
(before US and Japan)

27% of employment in manufacturing
largest federal state in Germany (27,241 mi²)

#1 IT Hub in Europe

home to 40% of Germany's IT companies,
with an annual turnover of €70bn

60,000 companies founded every year

50% of annual investments from SMEs
over 100,000 high-tech startups

On the Cutting Edge: R&D and Top Talent

cluster initiatives with over 5,500
participating companies

20 national research institutions
around 15,000 patent applications each year
(32% of Germany's applications)

9 universities, 24 universities of applied sciences
and more than 320,000 students

Our Service

free, confidential and individually tailored services from an international team: market analysis - provision of global network - information about tax and legal system and funding programs - ongoing support before, during and after the expansion process - since 1999: over 1,060 completed investment projects, about 35,000 new direct jobs. Find out more at www.bavaria.org

Contact

Bavarian U.S. Offices for Economic Development
485 Market Street, Suite 1050
San Francisco, CA, 94111
(415) 362 1001
sanfrancisco@bavaria.org



Amanda Zlorer
Executive Director
azlorer@bavaria.org



James E. Miller
Manager Investment & Expansion
jmiller@bavaria.org

This material is prepared by the Bavarian U.S. Offices for Economic Development LLC on behalf of the Ministry of Economic Affairs and Media, Energy and Technology of the State of Bavaria, Federal Republic of Germany. Additional information is available via the Department of Commerce, Washington, D.C.

If you want to stay in touch, follow us on LinkedIn, Facebook or Twitter and subscribe to our quarterly Newsletter by sending an email with **SUBSCRIBE** in the subject line to sanfrancisco@bavaria.org.

Don't hesitate to reach out to me for any questions regarding growing your business in Bavaria. We're looking forward to assist you with your expansion plans to Europe.

Antonia Zierer
&
Your Bavarian U.S. Offices Team



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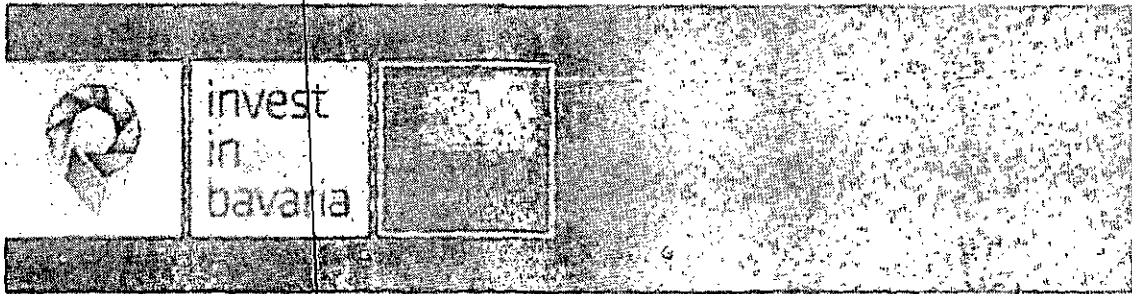
RoyseLaw Follow Up

Campaign Preview

HTML Source

Plain-Text Email

Details



November 21, 2016

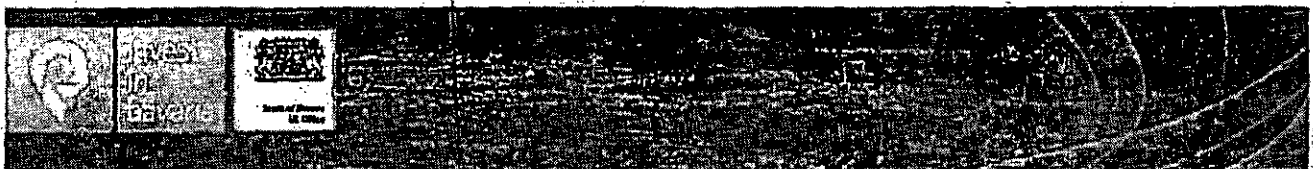
Thank you for visiting our booth @ the RoyseLaw International Trade Show on Nov 17th, 2016

Dear << Test First Name >>,

We hope the RoyseLaw International Trade Show in Mountain View was a great success for you and would like to thank you for stopping by at the Bavarian booth.

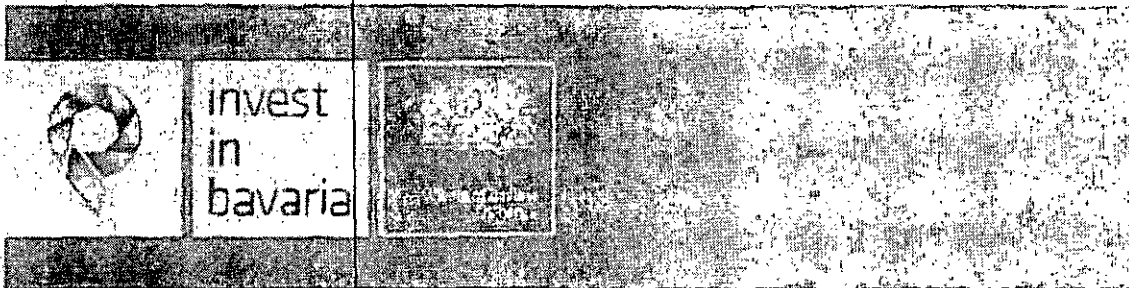
The Bavarian U.S. Offices for Economic Development is your partner for overseas business development and location projects. Our San Francisco based team **offers individual assistance with entering the German market**, help in finding your perfect business location and is able to establish contacts with key partners and networks in the German State of Bavaria. As a government office all our services are free of charge and without any obligation.

If you are looking for cooperation partners in Bavaria please have a look at our company database www.keytobavaria.com. It is free of charge and you can search for companies in different industries.



Katrin Ziegler

From: Antonia Zierer <sanfrancisco=bavaria.org@mail141.suw12.mcsv.net> on behalf of Antonia Zierer <sanfrancisco@bavaria.org>
Sent: Monday, October 31, 2016 4:50 PM
To: Katrin Ziegler
Subject: [Test] Thank you for visiting the Bavarian Booth at the MDIF 2016



November 1, 2016

Thank you for visiting our booth @ MDIF 2016 in Orange County

Dear << Test First Name >> ,

We hope the Medical Devices Investor Forum 2016 in Irvine was a great success for you and would like to thank you for stopping by at our booth.

Medical technology is one of the most important drivers of the Bavarian economy. The state is home to almost 1,000 innovative firms and research institutions and their approximately 30,000 highly qualified employees, giving the region a leadership role in medical technology in Germany and in Europe. Around 70 per cent of their products are exported to a wide range of countries abroad. Those which remain here find a potential customer base of around 400 approved acute hospitals, 285 prevention and rehabilitation institutions and 47 award-winning spas and health resorts in Bavaria alone.

One of the most important networks in medical technology in Bavaria is Medical Valley EMN, which offers a comprehensive service portfolio to support the innovation process of medical technology companies from the initial product idea to market maturity, thus shortening the time to market, and provides all services required by international enterprises to gain market access. They can also find cooperation partners for you. For more information please follow the link: <http://en.medical-valley-emn.de/>

With regard to biotech one of the most important players is BioM, a networking agency with close interaction between academic research and the biotech industry. It is also managing the Munich Biotech Cluster m4. For more information please follow the

link: <http://www.bio-m.org/en/home.html>

If you are looking for cooperation partners in Bavaria please have a look at our **company database** www.keyto-bavaria.com. It is free of charge and you can search for companies in different industries.

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Don't hesitate to reach out to me for any questions regarding growing your business in Bavaria. We're looking forward to assist you with your expansion plans to Europe.

Antonia Zierer

And

Your Bavarian U.S. Offices Team

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Phone: +1 (415) 362-1001

sanfrancisco@bavaria.org

www.invest-in-bavaria.com



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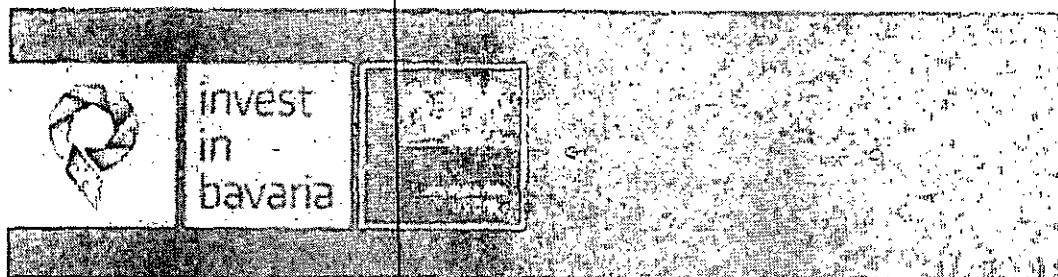
Update On Germany | Lunch Discussion Portland

[Campaign Preview](#)

[HTML Source](#)

[Plain-Text Email](#)

[Details](#)



October 13, 2016

Please join us for a lunch discussion on current affairs and the economy in Germany as well as key factors for succeeding and investing in the German market:

Monday, October 24, 2016,

11:30 am - 2:00 pm

at

STOEL RIVES LLP

**760 SW Ninth Avenue, Suite 3000
Portland, Oregon 97205**

Our experts will discuss current political challenges such as Brexit, the Refugee Crisis and the change in the German party spectrum and talk about a number of important issues for the German economy, such as TTIP & the German apprenticeship program. The program will be rounded off by a discussion on the climate for investments in Germany and our expert speakers will debunk legal and tax myths of doing business in Germany.

Speakers:

Stefan Schlüter, German Consul General, San Francisco

Dietmar Rieg, CEO, German American Chamber of Commerce, Inc.

Antonia Zierer, Executive Director, Invest in Bavaria

Joerg Kemkes, Tax Counselor and Managing Director, Rueter und Partner

Attendance is free of charge, but

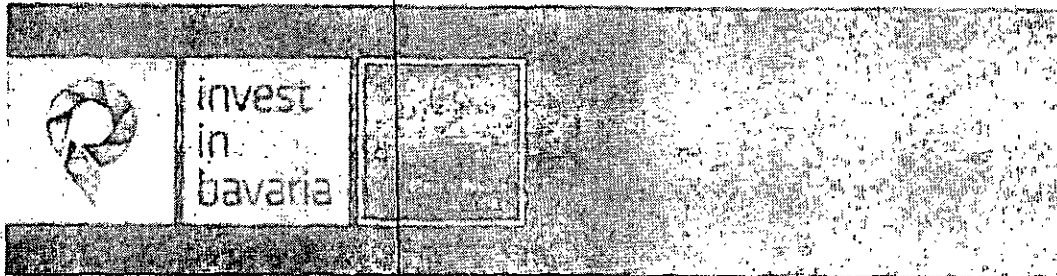
Update On Germany | Breakfast Discussion Washington

Campaign Preview

HTML Source

Plain-Text Email

Details



October 13, 2016

Please join us for a breakfast discussion on current affairs and the economy in Germany as well as key factors for succeeding and investing in the German market:

Tuesday, October 25, 2016,

8:30 am - 10:00 am

at

Microsoft Events Center

@ Trade Development Alliance of Greater Seattle

1301 5th Ave #1500,

Seattle, WA 98101

Our experts will discuss current political challenges such as Brexit, the Refugee Crisis and the change in the German party spectrum and talk about a number of important issues for the German economy, such as TTIP & the German apprenticeship program. The program will be rounded off by a discussion on the climate for investments in Germany and our expert speakers will debunk legal and tax myths of doing business in Germany.

Speakers:

Dietmar Rieg, CEO, German American Chamber of Commerce, Inc.

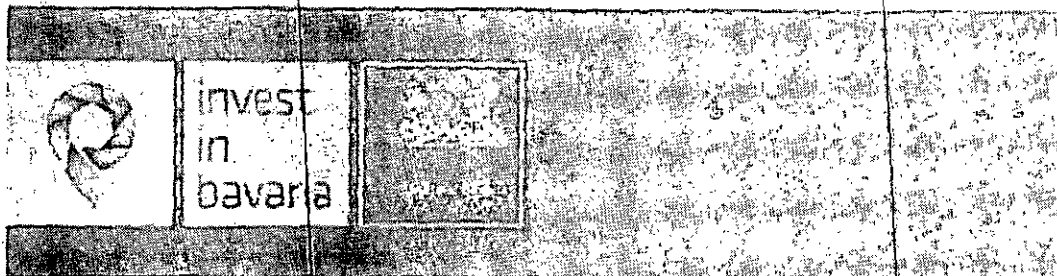
Antonia Zierer, Executive Director, Invest in Bavaria

Joerg Kemkes, Tax Counselor and Managing Director, Rueter und Partner

Attendance is free of charge, but

Katrin Ziegler

From: Bavarian U.S. Offices for Economic Development, LLC
<sanfrancisco=bavaria.org@mail81.atl31.mcdlv.net> on behalf of Bavarian U.S. Offices
for Economic Development, LLC <sanfrancisco@bavaria.org>
Sent: Friday, October 07, 2016 4:17 PM
To: San Francisco
Subject: [Test] Invitation: Outlook 2020: Medical Device - Opportunities in US vs. Europe



October 11, 2016

Join us for a panel discussion on

Outlook 2020: Medical Device Opportunities in US vs. Europe

Tuesday, October 25, 2016, 5.30 pm - 9.00 pm

at the Beverly Heritage Hotel

1820 Barber Lane, Milpitas, CA 95035

In 2017 we will see a major overhaul in Medical Device Regulations in Europe leading to a new generation of safety standards (including those for Risk-Management and Software). The speed of Innovation for Medical Devices has called the European legislators for new regulatory actions. By early spring 2017 a new Medical Devices Regulation (MDR) as well as a new In vitro Diagnostic Medical Devices Regulation (IVDR) will be published. In addition, software cyber security will become another obstacle for the EU medical device market. What are the consequences for US manufacturer? Should we also anticipate a game changer from the tech hot spot Silicon Valley?

Check out the amazing panel that was put together by GABA – the German American Business Association in

Southern California - and register for the event [here](#).

As a partner of the Bavarian U.S. Office for Economic Development, you can also get a **20% discount** on the associated symposium **New Medical Device Regulation (MDR) in Europe** from PROSYSTEM. Simply fill out the attached form below and mail or fax it to the organizer (info@psorystem-ag.com, +49 (0) 668 788 199).

Don't miss the chance to meet Invest in Bavaria and learn more about your business opportunities in Bavaria.

See you at the Beverly Heritage Hotel,
Your Bavarian U.S. Offices Team

Bavarian U.S. Offices for Economic Development, LLC

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San Jose

October

25th & 26th 2016



New Medical Device Regulation (MDR) in Europe

September 20, 2015 the minister of the 28 Member States of Europe has formally approved the June 2015 proposal from the EU Parliament for a new Medical Devices Regulation (MDR) in Europe. With this step forward the official law-making process enters its final phase expecting a publication of the new MDR by April 2017. Within the next 6 month the translations of the MDR text into 23 other official EU languages needs to be presented to the EU-member States, EU Parliament (and EU commission) for their final political votes. The MDR will come 21 days after publication into force.

What will change?

The new MDR contains 122 Articles - a factor four more - than the Medical Devices Directive (from 1993).

Quality Management Processes

The new MDR contains 35 Articles with new process requirements and amends in 29 Articles existing requirements. In the PROSYSTEM-Symposium we will share with you in a systematic approach, what these changes are and how does these changes will add new requirements to an EN ISO 13485:2015 Quality Management System.

Clinical Evaluation and Clinical investigations

A clinical evaluation is required for each device regardless of its classification. As basis to comply with the new MDR requirements the latest revision of the European Guideline MEDDEV 2.7/1, Rev. 4 is an excellent starting point. Thereby the guideline is a helpful orientation with regard to methodology as well as the documentation of contents. Clinical evaluations will become a continuous process over the entire medical device life cycle. For high risk devices (III, Implants) as well as for those, where the clinical evidence as a result of a clinical evaluation is not sufficient, the collection of clinical data by an official "clinical trial" will become mandatory.

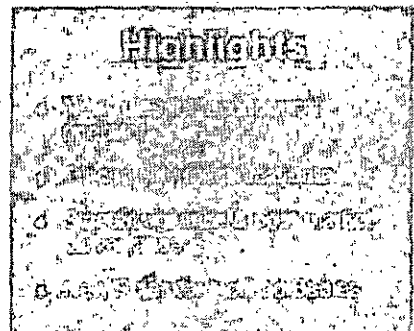
Technical Files & Design Dossiers

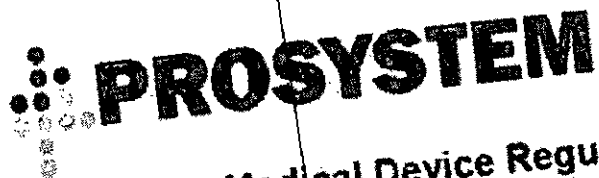
The level of detail to demonstrate compliance with the so called new "SAFETY and PERFORMANCE requirements" has increased by 25 Articles of the new MDR. In particular the requirements for Risk-Management and Usability Engineering will become prominent. Observations from EN ISO 14971:2012 will become legally binding requirements. Usability Engineering according EN ISO 62366-1 will help to satisfy the new MDR Human Factor requirements. For high risk class products (III, Implants) a disclosure of an executive "summary of safety and performance" (Article 28) via a European database (EUDAMED) will force medical device manufacturers to share residual risks and clinical evidence with the public.

Labeling, Instruction for Use & UDI

Each manufacturer will need to register in Europe for a Single Registration Number (SRN) and each Medical device will get its unique device identification (UDI-code) similar to the FDA requirements (but not identical). All labeling information on the packaging, in the IFU, in marketing and for formal registration needs to be consistent and "true". By "delegated and implementation acts" established in the MDR these requirements can be modified over time as needed.

**Do not miss the opportunity participating the PROSYSTEM symposium for both or even one day.
Be a part of the discussion with experts and use the social come together for networking and more.**





New Medical Device Regulation (MDR) in Europe

25 October 2016

WELCOME TO THE NEW MEDICAL DEVICE REGULATION (MDR)
IN EUROPE
A DAY OF INFORMATION
FOR MEDICAL DEVICES
IN THE EUROPEAN UNION

AGENDA

08:30 - 09:20 Registration and Networking • Complimentary Breakfast

09:20 - 09:30 Welcome & Introduction

Current status of negotiation & new content of the MDR

- Chapter I: Scope & Definition
- Chapter II: Obligations of 'Economic Operators'
- Chapter IV: Clinical Evaluation & Clinical Investigation (Overview)

09:30 - 10:30

Coffee-Break

10:30 - 10:50

New EU Databases for Medical Devices & Data protection rules

10:50 - 12:30

- Chapter III: Identification & Traceability of Medical Devices
- Chapter IX: Confidentiality & Data protection

12:30 - 01:40

Lunch-Break

Future roles of Notified Bodies & supervision by the EU

01:40 - 03:00

- Chapter IV+V: Notified Bodies & Conformity Assessment
- Chapter VII: Post Market Surveillance

03:00 - 03:20

Coffee-Break

Layers of new Bureaucracy in Europe under the MDR

03:20 - 05:00

- Chapter VIII: Cooperation between Member States & other Stakeholders
- Chapter X: Final provisions & Annexes

05:00 - 05:20

Discussion & Closing remarks

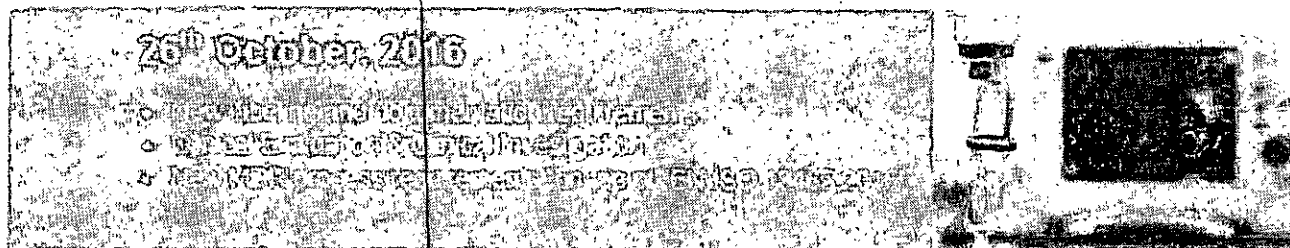
05:30 - 09:00

Come Together: Evening event in collaboration with GABA and Invest in Bavaria

Come Together: Evening event in collaboration with GABA and Invest in Bavaria
Jointly organized by GABA and Invest in Bavaria
New Challenges



Implementation Strategy for MDR in Europe 2017-2021



AGENDA

08:30 - 09:20 Registration and Networking Complimentary Breakfast

09:20 - 09:30 Welcome & Introduction

New 'labeling' and documentation Requirements

09:30 - 10:30

- Annex I: SAFETY and PERFORMANCE requirements
- Annex II: Technical Documentation
- RISK-MANAGEMENT and USABILITY ENGINEERING

10:30 - 10:50

Coffee-Break

Clinical Evaluation & Clinical investigation for Medical Devices

10:50 - 12:30

- Clinical Evaluation will follow MEDDEV 2.7.1 (Rev. 4)*
- New detailed requirements for clinical trials in Europe

12:30 - 01:40

Lunch-Break

MDR Quality Management System requirements & ISO 13485:2016

01:40 - 03:00

- MDR introduce 35 articles with new process requirements
- MDR extend in 26 articles existing MDD process requirements

03:00 - 03:20

Coffee-Break

Budgeting & cost calculation for transitioning into MDR

03:20 - 04:40

- What are the real cost driver (under MDR)?
- How shall manufacturer deal with "uncertainty"?

04:40 - 05:00

Discussion & Closing remarks

SPEAKER

OLIVER CHRIST

Is CEO Healthcare of PROSYSTEM with more than 25 years of experience in International Standardization on IEC/ISO Standards for Medical Devices, such as ISO 14971 (Risk Management), IEC 62368, IEC 60601-1 (IT-Networks) among many others including AAMI/UL 2850 on Interoperability and Medical Devices Regulations.

DR. JÜRGEN STETTIN

Since 1999 chair for Clinical Engineering at the University of Applied Sciences in Hamburg and CEO of PROSYSTEM. Since 2006 adjunct professor at Virginia Tech University. Background as physicist with a PhD in physics as well as a MD in medicine. Over 25 years' experience in software development for medical devices.

JANINA RUMKER

Regulatory and Clinical Affairs Manager of PROSYSTEM. Studied Biomedical Engineering at University of Applied Sciences Hamburg with focus on medical device technology. Professional focus is on clinical evaluations as well as clinical investigations. Has been author and co-author of a wide range of clinical evaluation reports, following the requirements of the MEDDEV 2.7.1 guideline.

PROSYSTEM AG

is an international consulting company, located in Germany, for the health care industry and offers extensive services in quality and project management for the medical device industry. The company was founded in 1999 by Dr. Juergen Dietz and his partner Oliver P. Christ. With its subsidiaries PROSYSTEM USA LLC, located in San Diego, CA, and PROSYSTEM do Brasil Ltda., located in Rio de Janeiro, Brazil, the PROSYSTEM-Group serves clients in over 25 countries worldwide.

Our clients are mainly medical device manufacturers, pharmaceutical companies, universities, hospitals, as well as not-for-profits. As an active member of several standardization groups we provide our clients detailed information regarding upcoming new standards and their proper implementation.

Location and Hotel Accommodations

Please reserve your room at The Beverly Heritage Hotel, located in Milpitas, CA. For those who need an overnight stay please make sure to book your hotel room in time.

Group Discounts

We offer our long-term clients a special discount. If you register groups of 3 or more participants from the same company we offer you a discount of 50%. Many companies have spending freezes for education and traveling. With our generous price cut we would like to convince your management, that PROSYSTEM is a valuable and trustworthy partner - also during periods of economical challenges.

Cancellations/Substitutions

Written cancellations received by September 30th 2016 will receive a refund - less a \$200 administration fee. No cancellations will be accepted after September 30th. Substitutions may be made at any time. No-shows will be charged the full amount. In the case PROSYSTEM cancels the event, PROSYSTEM is not responsible for any airfare, hotel, other costs, or losses incurred by registrants. Some tickets and speakers may be subject to change without notice.

The Beverly Heritage Hotel

1820 Barber Lane, Milpitas, CA 95035
Phone: +1 (408) 943-9060 Fax: +1 (408) 432-8617
www.beverlyheritage.com info@beverlyheritage.com

GABA

GABA is a member-driven non-profit organization that fosters transatlantic knowledge-sharing and networking among German-American and Californian business and tech communities. Headquartered in Silicon Valley, we have offices in Southern California and Munich as well. GABA members are made up of corporations and individuals who participate in international business and technology. GABA is dedicated to encouraging German-American business and trade. PROSYSTEM is member of GABA. PROSYSTEM collaborates with GABA in the areas of Life-Science, Medical Devices and Cyber Security.

Invest in Bavaria

Invest in Bavaria is the business promotion agency of the German State of Bavaria. With its state capital Munich Bavaria enjoys an excellent reputation as an innovative high-tech location right in the center of Europe. Our San Francisco based team offers individual assistance to US companies expanding their business to the German market. Our services include providing market information and market access information as well as consulting on incentives and support programs in Germany and Bavaria. We help finding a perfect business location and can establish contacts to key partners and networks to facilitate the first steps in the new market. Our services are free of charge and confidential.

Contact Information

For further information regarding the PROSYSTEM Symposium 2016 please contact:

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60th Courtstrasse 17, 20097 Hamburg, Germany

Phone: +49 (40) 668 788 119

Email: sima.niknafs@prosystem-ag.com

Dipl.-Ing. Oliver P. Christ

402 West Broadway, Suite 400, San Diego, CA 92101

Phone: +1 (619) 595 4875 Cell: +1 (619) 677 8870

Email: oliver.christ@prosystem-usa.com



☒ **Yes**, please register the following participants for the PROSYSTEM FORUM Seminar 2016

		Regular Fee	Total No. of participants	Group Discount	Actual Fee
Complete Seminar		\$1,490.00		— %	
1st day Seminar	Oct. 25th	\$790.00		— %	
2nd day Seminar	Oct. 26th	\$790.00		— %	
Invest in Bavaria	20 % Discount	\$1,192.00			
Total Fee					

Participant #1: Name/Title _____ Email _____
Participant #2: Name/Title _____ Email _____
Participant #3: Name/Title _____ Email _____

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PROSYSTEM Symposium 2016



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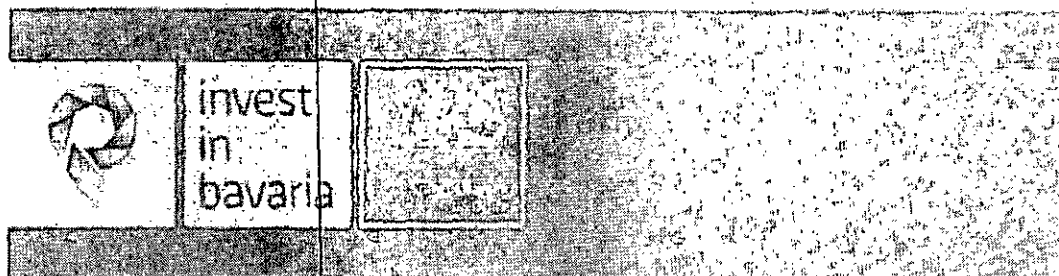
MUST Summit

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October 03, 2016

Apply for MUST - The Munich Summit February 21st – 23rd 2017!

Are you a start-up or working with one? Are you looking to connect with industry leaders like BMW, Siemens or EOS? Then the Munich Summit 2017 is the perfect place for you to do so.

MUST – The Munich Summit is an annual two-day event in February, bringing together cutting edge science and technology start-ups with industry leaders and investors. The intimate setting of the Summit (invitation only) will be an ideal playground to exchange thoughts, work together and gather valuable knowledge. Following MUST 2016, more than 70% of all start-ups reported making up to 6 deals with industry leaders.

Invest in Bavaria is a strategic partner of MUST 2017 and highly encourages you to apply for a spot at MUST 2017 by sending your pitch deck (2 pager or max. 5 slides). This years selected start-ups gain free admission for one person to the event (worth 1.000 EUR) and travel expenses up to 1.000 EUR could be covered, so this could be of real value for you.

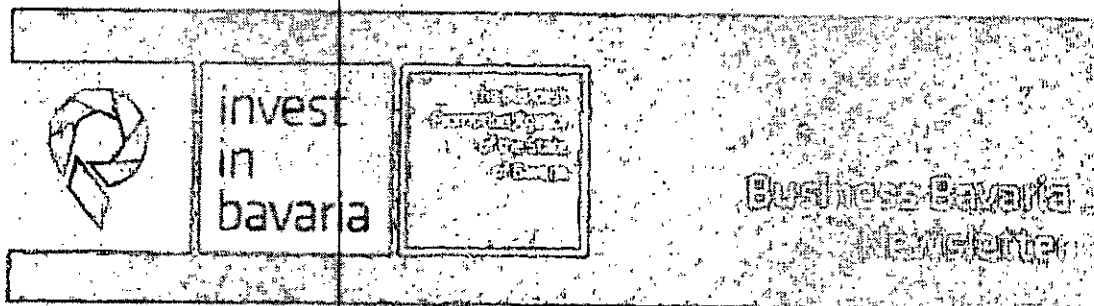
We are looking for tech start-ups with focus on

- Digitalization / Artificial Intelligence
- Manufacturing / Industry 4.0 / IoT
- Mobility / Connected (E)-Mobility

Katrin Ziegler

From: State of Bavaria | US Office <sanfrancisco@bavaria.org>
Sent: Friday, September 23, 2016 12:56 PM
To: San Francisco
Subject: Business Bavaria 04|2016 - PREVIEW

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Issue 04 | 2016

NEWS: The accelerator scene of Bavaria is growing



For start-ups, Bavarian accelerators are a valuable source of useful experiences, tips and extensive networks. Munich has gained yet another accelerator. In July, the UN World Food Programme (WFP)

established the WFP Innovation Accelerator.

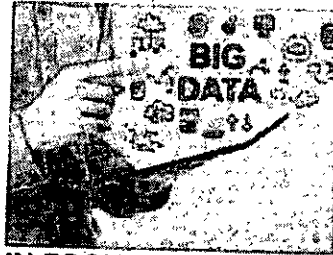
[» Read more](#)



5 MINUTES WITH: Malte Zeeck of InterNations

InterNations recently released a study on the most popular destinations for people who live abroad. Germany performed especially well when it came to the topic of work. Anyone who has ever lived abroad knows what a challenge it is to find your way around a new environment and settle in to a new home. Today we are talking to Malte Zeeck, whose Munich-based start-up InterNations aims to make the process easier. Expats can use the platform to talk to like-minded people and meet up at local events.

[» Read more](#)

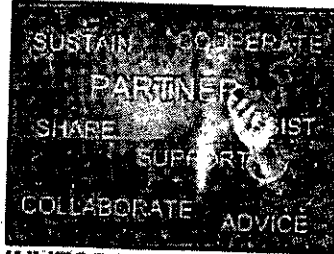


IN FOCUS

Digitalisation ahead - big data in Bavaria

The Internet of Things (IoT) and Industry 4.0 are the hot topics that dominate the world of business. Inextricably linked to them is the topic of big data & analytics with regard to managing and using these new technologies' huge amounts of data. All in all, it is a topic with untapped potential that is also a top priority in the State of Bavaria.

[» Read more](#)



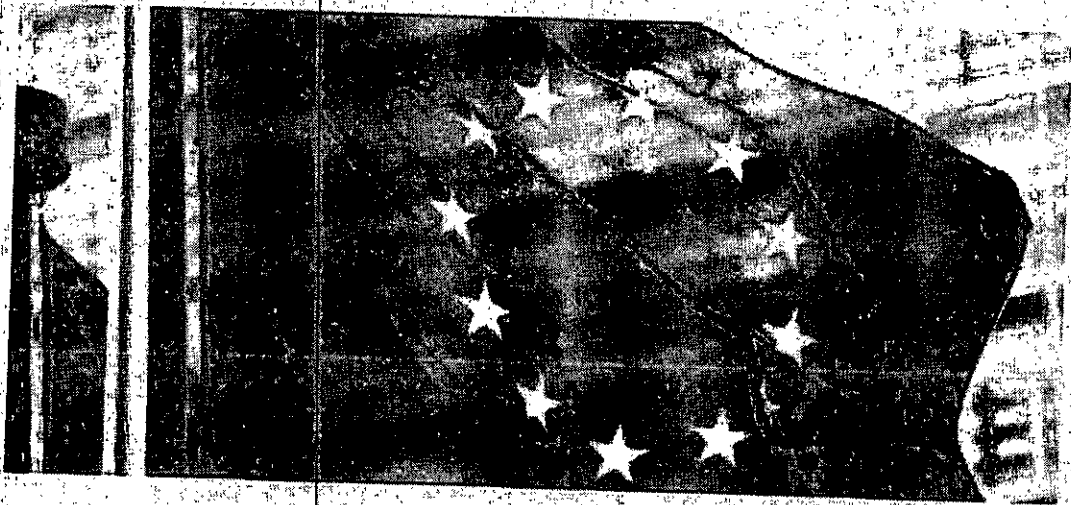
INVESTOR'S CHOICE

Being successful in Bavaria – Acquiring adequate funding

Bavaria as a business location is attractive to entrepreneurs and investors as a site to establish their companies thanks to its very diverse economic environment. But it is not the existing infrastructure alone that promotes successful enterprises, it is also the numerous funding programmes from which established companies, start-ups and investors benefit.

[» Read more](#)

IN FOCUS: Europe via Bavaria



The high degree of insecurity following Brexit continues unabated, both among Britain's citizens and in the business community. Many companies have started the search for post-Brexit strategies.

[» Read more](#)

NUMBER OF THE MONTH: 21.77 million

21.77

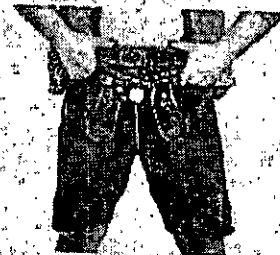
The number of commercial air passengers who passed through Bavaria's international airports in the first half of 2016, according to figures from the Federal Statistical Office. A total of around 210,000 planes took off and landed in Munich, Nuremberg and Memmingen. That is a rise of 1.9 per cent over the same period last year.

BAVARIA IN YOUR BRIEFCASE

Traditional clothing and customs at Oktoberfest

In September, travellers in Munich could quickly get the impression that the whole city is in love with traditional clothing. If you stop a minute and wonder about how the next business meeting could take place wearing a dirndl (a traditional dress) or lederhosen (leather pants), relax: Traditional clothing is usually worn for Oktoberfest and for other events, such as the spring Strong Beer Festival – Bavarians wear normal clothing during the rest of the year.

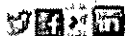
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WHAT'S UP IN BAVARIA

Find out which upcoming event could be of interest to you.

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www.invest-in-bavaria.com

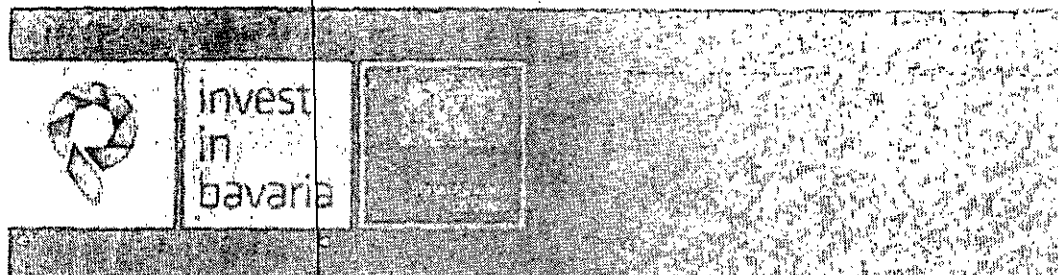
CASHWALK

Campaign Preview

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Details



August 10, 2016

**THREE spots left for international startups to pitch
at CASHWALK in Munich September 20th**

CASHWALK is Germany's most exclusive pitch day. It connects 50 young and disruptive startups with outstanding, leading VC and Angel Investors, in the historical ambience of the LMU Munich.

By pitching your idea in front of an experienced, proven jury, you cannot only secure a seed or series A+ investment, but also apply for a slot at the LMU Lab Incubator. Please see www.cashwalk.de for more information.

As a partner of Invest in Bavaria, you have the unique opportunity to apply for one of the last three spots to pitch at this event.

If you think your startup has what it takes, then get in touch with us and send your pitch deck (according to the requirements in the attachment) to lisa.kohl@invest-in-bavaria.com by August 19th 2016.

Feel free to forward this E-Mail to contacts and friends that could be interested in this event.

Good luck and kind regards

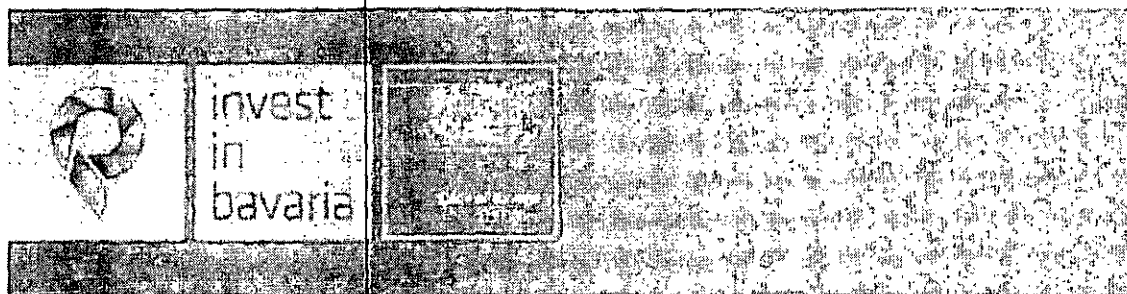
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August 9, 2016

Service Information for Bavarian Companies

Dear << Test First Name >>,

Besides promoting Bavaria as a business location, our office also provides general information and assistance to Bavarian companies with U.S. expansion plans. To make sure that Bavarian companies receive the most helpful and recent information, we are currently compiling a list of organizations and companies offering services for international companies that would like to expand their business to the U.S.

If you are interested in serving Bavarian companies with entering the U.S. market and haven't already done so, feel free to complete this form with the respective information. Please send the file once completed back until **August 19th** to sanfrancisco@bavaria.org.

If you have any additional questions regarding the form or our work, please do not hesitate to call us at +1 (415) 362-1001 or to contact us at sanfrancisco@bavaria.org.

We're looking forward to provide your information to Bavarian companies and

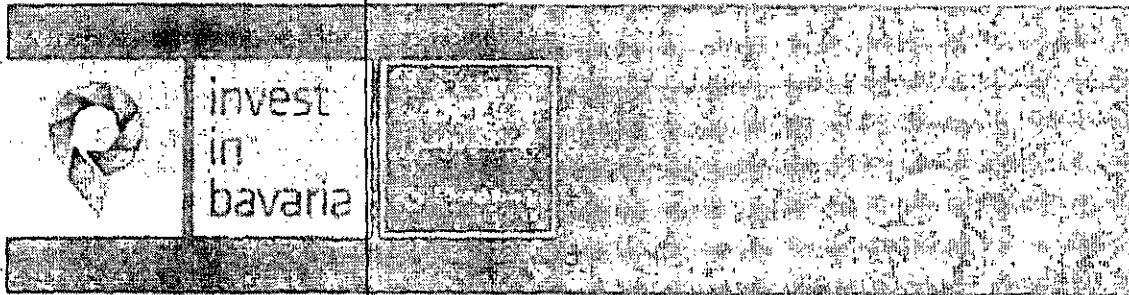
Reminder: Service Provider USA West

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Details



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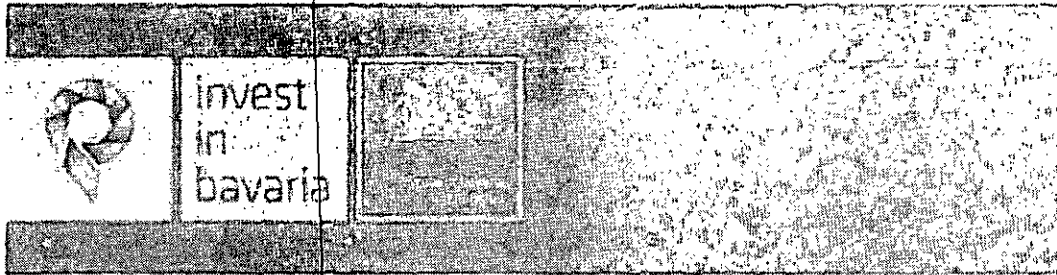
Industrial Internet Of Things Invitation

Campaign Preview

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[Details](#)



September 2, 2016

Join us for a panel discussion on

The Industrial Internet of Things

Thursday, September 15, 2016, 6 pm - 9:30 pm

at WE Labs

205 E Anaheim ST, Long Beach, CA 90813

Check out the amazing panel that was put together by GABA – the German American Business Association in Southern California - and register for the event here.

We have a few VIP Tickets left, so contact us to get the chance to attend the event for free.

Don't miss the chance to meet Invest in Bavaria and learn more about your business opportunities in Bavaria.

See you at WE Labs,

Your Bavarian U.S. Offices Team

Bavarian U.S. Offices for Economic Development, LLC

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San Francisco, California 94111

Phone: +1 (415) 362-1001

sanfrancisco@bavaria.org

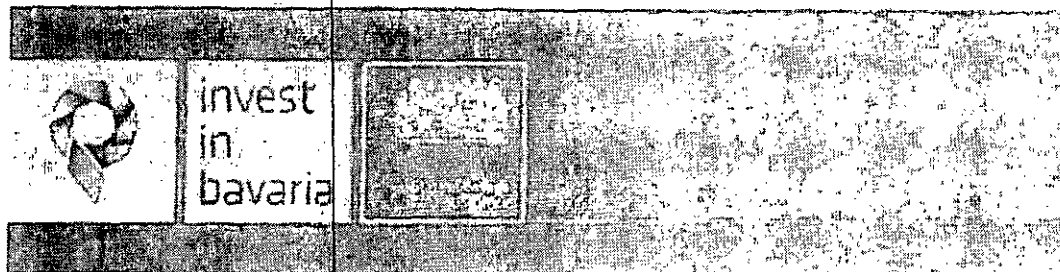
<http://bavaria-westcoast.com>

August 9, 2016

Katrin Ziegler

From: Rebecca Beerman-Wendel
Sent: Tuesday, August 16, 2016 9:39 AM
To: Katrin Ziegler
Subject: FW: [Test] Three Pitching Slots Available for Startups at CASHWALK in Munich

From: Bavarian U.S. Offices for Economic Development [mailto:sanfrancisco=bavaria.org@mail88.atl91.mcsv.net] On Behalf Of Bavarian U.S. Offices for Economic Development
Sent: Wednesday, August 10, 2016 9:42 AM
To: Rebecca Beerman-Wendel <team3@bavaria.org>
Subject: [Test] Three Pitching Slots Available for Startups at CASHWALK in Munich



August 10, 2016

**THREE spots left for international startups to pitch at CASHWALK in Munich!
September 20th**

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By pitching your idea in front of an experienced, proven jury, you cannot only secure a seed or series A+ investment, but also apply for a slot at the LMU Lab Incubator or the German Accelerator. Please see www.cashwalk.de for more information.

As a partner of Invest in Bavaria, you have the unique opportunity to apply for one of the last three spots to pitch at this event.

If you think your startup has what it takes, then get in touch with us and send your pitch deck (according to the requirements in the attachment) to lisa.kohl@invest-in-bavaria.com by August 19th 2016.

Good luck and kind regards,
Your Bavarian U.S. Offices Team

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West Coast Division

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San Francisco, California 94111

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Fax: +1 (415) 362-1030

sanfrancisco@bavaria.org

<http://www.invest-in-bavaria.com/en.html>

CASHWALK

24. September 2016, Munich

3 international startups have the opportunity to pitch at Cashwalk - where 50 startups meet 70 selected investors.

WHAT IT IS ALL ABOUT

CASHWALK is Germany's most exclusive pitch day. 50 young and disruptive start-ups are connected with some of the world's leading VC and Angel investors in the historical ambience of the LMU Munich.

By pitching your idea in front of an experienced, proven jury, you cannot only secure a seed or series A+ investment, but also apply for a slot at the LMU Lab Incubator or the German Accelerator.

1. Application

Start-ups seeking seed (<1 Mio. €) or series A+ (>1 Mio. €) funding can apply for a pitch slot by sending your investor ready pitch deck (2 pager or max. 5 slides) in English to lisa.kohl@invest-in-bavaria.de. Important decision criteria include market, team and scalability.

Application deadline: Friday, 15.09.2016

Should your application be successful, up to 3 members of your team can participate in the event.

2. Agenda

After a welcoming, the pitching rounds start. There will be several parallel rounds of pitches with breaks for coffee and networking in between.

3. Pitching

There will be parallel pitching rounds for seed and series A+ funding. You have three minutes to pitch your idea in front of investors. Be prepared for questions by the jury.

4. Jury

CASHWALK's jury consists of established leaders in angel and venture capital investment, industry and entrepreneurship.

5. Investors

All present investors have a proven track record and the serious intention to invest. Before and after your pitch, you can talk to relevant investors at the meeting area. You will have a chance to meet with Earlybird, Jochen Schweizer Ventures, Target Partners and Holzbrunn Ventures, to only name a few.

6. Meeting Area

Accepted startups can join CASHWALK's meeting area. Around your pitch, we provide you with a designated table to meet with investors. You don't need to bring own roll-ups or advertising material.

USEFUL INFORMATION

Try to book accommodation and flights as soon as possible as the event correlates with Oktoberfest. Airbnb often has better offers than hotels during this time of the year.

Website: <http://www.cashwalk.de/en/index>

Facebook:

<https://www.facebook.com/events/505301269653538/>

9653538/

Questions: please contact Lisa Kohl



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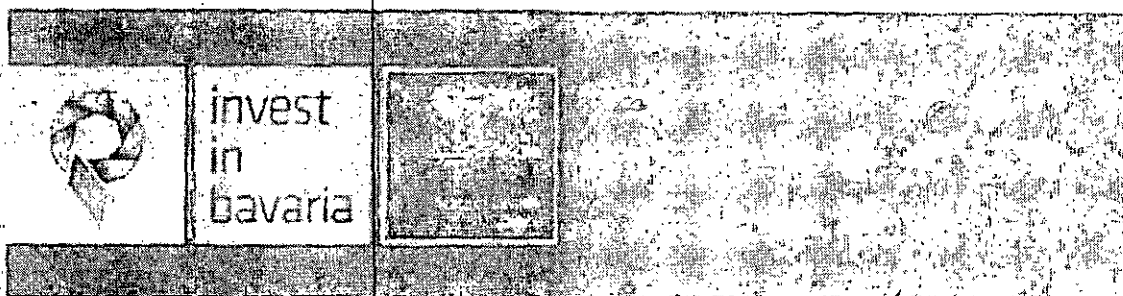
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Katrin Ziegler

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Offices for Economic Development, LLC <sanfrancisco@bavaria.org>
Sent: Tuesday, August 09, 2016 10:30 AM
To: Katrin Ziegler
Subject: Reminder: Company Profile for Bavarian Companies



August 9, 2016

Service Information for Bavarian Companies

Dear Katrin,

Besides promoting Bavaria as a business location, our office also provides general information and assistance to Bavarian companies with U.S. expansion plans. To make sure that Bavarian companies receive the most helpful and recent information, we are currently compiling a list of organizations and companies offering services for international companies that would like to expand their business to the U.S.

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If you have any additional questions regarding the form or our work, please do not hesitate to call us at +1 (415) 362-1001 or to contact us at sanfrancisco@bavaria.org.

We're looking forward to provide your information to Bavarian companies and assist them with their U.S. expansion plans.

Antonia Zierer
&
Your Bavarian U.S. Offices Team

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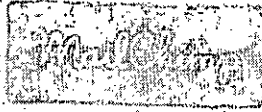
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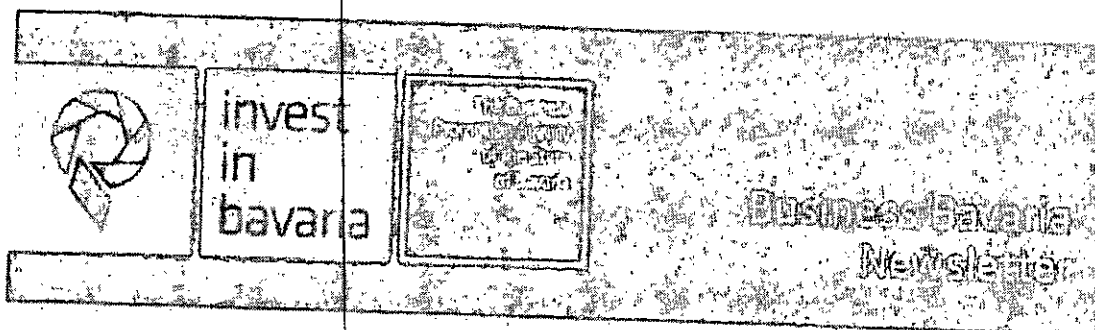
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Katrin Ziegler

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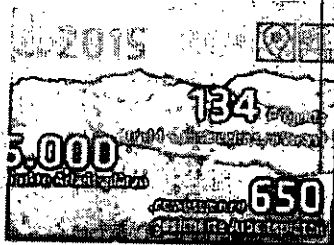
Issue 03 | 2016

NEWS: Bavaria is the state for growth in digital start-ups



Bavaria as the state for start-ups is growing – and indeed to a considerable extent. The Bavarian State Ministry of Economic Affairs plans on further expanding the achieved successes in its start-up funding, as exemplified by Werk1.Bayern; to this end, the state has initiated a competition for digital business incubators.

[» Read more](#)



IN FOCUS

Two and a half years of Invest in Bavaria – A look behind the scenes

Just about two and a half years ago, I took on my new job as head of Invest in Bavaria. As the former Business Promotion Representative for the city of Augsburg, and most recently as representative of the State of Bavaria in New York, I was well aware of the tasks awaiting me. After all, I had been charged with acquiring companies. But when I look back now, I'm amazed at how diverse projects at Invest in Bavaria have been so far.

[» Read more](#)

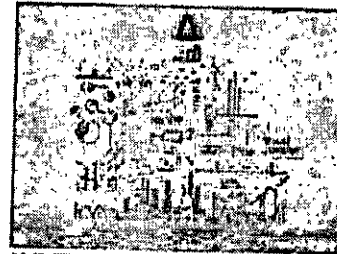


NEWS

Start-up competitions: Bavarian start-ups headed for success

What do full beards and start-up companies have in common? Well, both are very popular at the moment.

[» Read more](#)



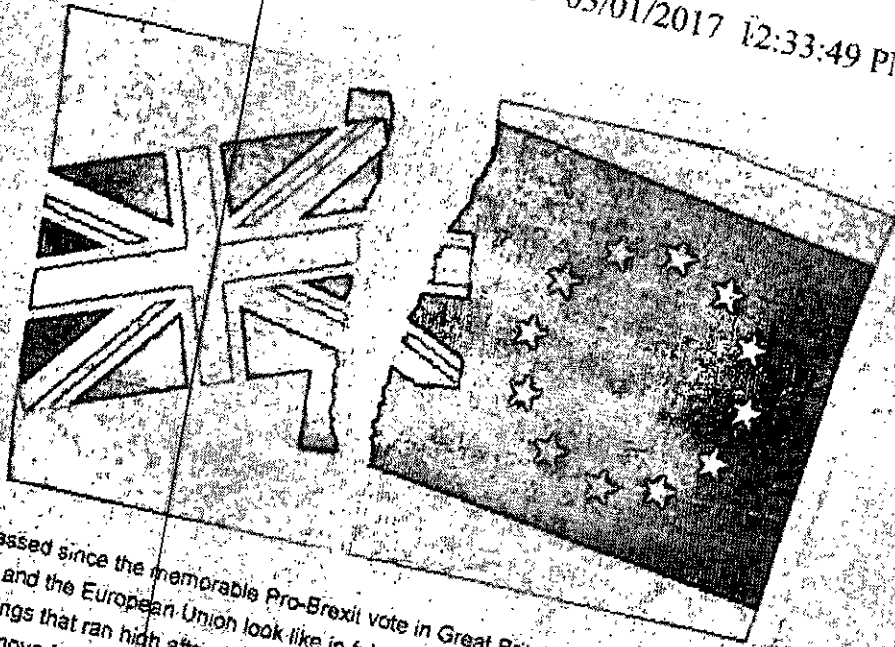
INVESTOR'S CHOICE

Being successful in Bavaria – Six tips for founding a company

Are you considering setting up your company in Bavaria, but unsure what the conditions and legal requirements are? Below you will find some helpful tips to make your move to Bavaria go without a hitch.

[» Read more](#)

IN FOCUS: After Brexit – Searching for alternatives



A month has passed since the memorable Pro-Brexit vote in Great Britain. But what will the relationship between Britain and the European Union look like in future? One thing is for sure: everything is unclear. By now, the feelings that ran high after the vote have calmed somewhat, and the focus has shifted to finding a way to move forward. But the British themselves are not the only ones needing perspectives for the time ahead; so do companies with sites in Great Britain or those companies planning to locate there in the near future.

[Read more](#)

FIVE MINUTES WITH: Natalia Karbasova and Katrin Büttner of Burda Hackday



Hackathons and boot camps are the talk of the town. Just recently a makeathon took place as part of the AUTOMATICA fair, in which students of computer science, robotics and mechatronics had 24 hours to develop functioning hardware prototypes. Reason enough for us to talk to two ladies who are very familiar with this type of event format. Katrin Büttner and Natalia Karbasova are partners of the AUTOMATICA Makeathon and they are the organisers of the Burda Hackday and Burda Bootcamp.

[Read more](#)

NUMBER OF THE MONTH: 34.208.802

34 208 802

That's how many visitors Bavaria recorded last year, in turn making 2015 the best year for Bavarian tourism ever. Never before have so many visitors come to Bavaria; never before have there been so many overnight stays (88,128,741). This development shows, on the one hand, that tourism is a key economic factor in the state and, on the other hand, demonstrates the attractiveness of Bavaria: people who reside, live and work here do so in a state where other people go on holiday.

BAVARIA IN YOUR BRIEFCASE

Experience Bavaria – UNESCO biosphere reserves in the State of Bavaria

Tourism is booming in Bavaria. Particularly, it's the impressive landscape which entices many guests to come to Bavaria in summer and winter alike. Among others, the two UNESCO biosphere reserves in Bavaria preserve this landscape and ensure that it is sustainably farmed.

[» Read more](#)



WHAT'S UP IN BAVARIA

Find out which upcoming event could be of interest to you.

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Any questions?

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Chairman of the Supervisory Board: Franz Josef Pschierer, State Secretary in the Bavarian Ministry of Economic Affairs and Media, Energy and Technology

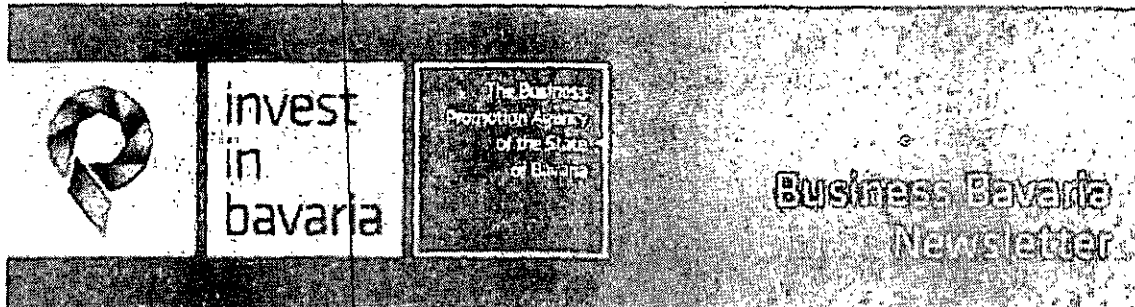
CEO: Hans-Joachim Heusler

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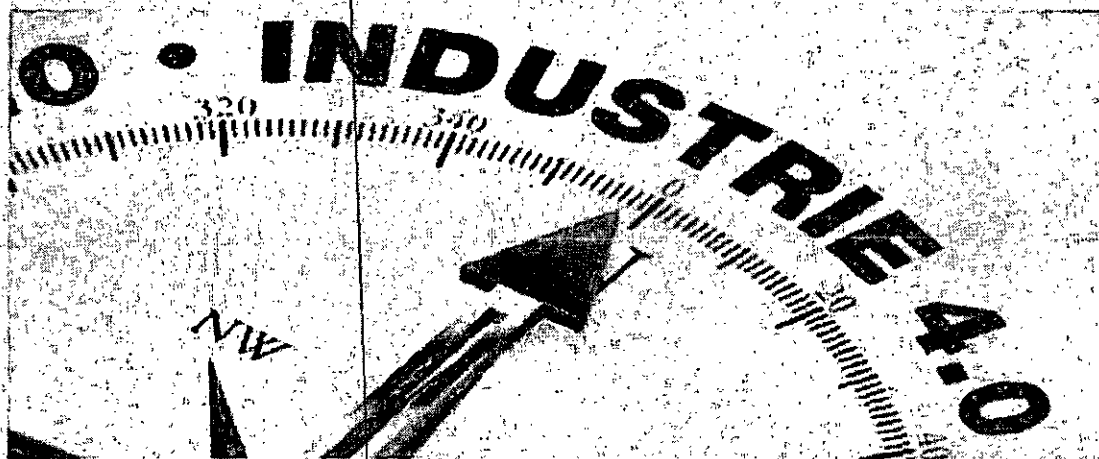
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Issue 05 | 2016

NEWS

Bavaria – a strong industrial location with a future



Bavaria is a successful industrial location. According to a recent study from Prognos AG on the behalf of vbw, the State will be able to take on a leading role thanks to its strong industry even in the coming

decades.

[» Read more](#)



5 MINUTES WITH ...

Christophe Bruneau of
EPI Europrop
International GmbH

The aerospace sector is booming. The AIRTEC trade fair, for example, which continues to be aimed towards growth, is proof of this. In October, the aerospace industry supplier fair will take place for the eleventh time in Munich, so this month we spoke to an expert from the aerotech sector: Christophe Bruneau from EPI Europrop International GmbH. In addition, Christophe Bruneau has some interesting insights when it comes to Franco-German relationships.

[» Read more](#)



IN FOCUS

A successful path –
Satellite navigation in
Bavaria

Bavaria can look back at a long tradition as an aerospace location and the state has established itself as one of the leading centres in the industry and research sectors. This is the result of the ideal combination of overall system and system manufacturers, suppliers and engineering service providers and, last but not least, an excellent infrastructure that networks all of these players.

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INVESTOR'S CHOICE

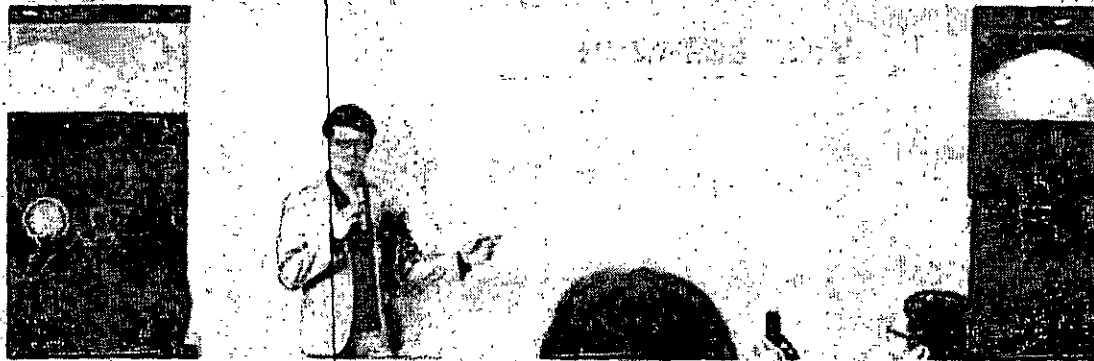
Looking for the right
location: Six tips for
settling in Bavaria

Searching for the perfect location can be difficult for companies, but this is not a decision to be made lightly since the right location is crucial to business success.

[» Read more](#)

INVESTORS'S CHOICE

Pitching successfully – but how?



Autumn is an exciting time for the Bavarian and international start-up scene, because of the two top-class events in entrepreneurs' calendars: the Cashwalk and Bits & Pretzels. Start-ups had the opportunity to present themselves to investors at both events, be it with an exclusive audience or on the big stage. We accompanied the start-ups while they prepared for Cashwalk and Bits & Pretzels.

[» Read more](#)

IN FOCUS

Retrospective of three days of Bits & Pretzels and five reasons for why it is worth attending next year, too



Quite some time has passed since Oktoberfest and the gold of autumn is hidden by grey colours. Time to look back at a recent shining highlight. Bits & Pretzels was started four years ago – originally as a small, but lovely traditional veal sausage breakfast for entrepreneurs. In the meantime, the event has turned into one of the world's largest meetings of entrepreneurs and moved from a restaurant in the centre of Munich to the large premises of the International Congress Center at Messe München, the Munich trade fairgrounds.

[» Read more](#)

NUMBER OF THE MONTH: 6,976

6 976

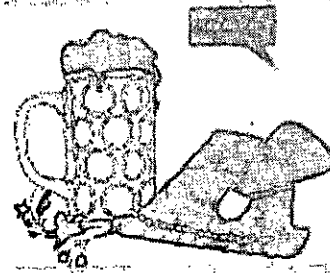
That's the number of students enrolled in dual degree courses at universities in Bavaria in 2015. That number has increased more than tenfold since 2006. The roughly 200 dual degree courses combine university studies with vocational training or industrial placement, producing highly-qualified young professionals with their first practical experience of the world of work.

BAVARIA IN YOUR BRIEFCASE

Bavarian for beginners – How to make your move a success

Moving to Bavaria is a linguistic challenge for many people from other countries. Even those who can already speak German quickly find that the dialects in the state often have little in common with German. We have put together a few tips on Bavarian to help you find your way through the language jungle and find your feet in your new location.

[» Read more](#)



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